

TRADE  
DEVELOPMENT  
ALLIANCE  
of  
GREATER  
SEATTLE

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## Another Face of Trade

### *International Development Organizations Call Greater Seattle Home*

For many, thinking of international trade brings visions of selling Boeing planes to China, Washington Apples to Japan and Microsoft Windows to Canada. But international trade doesn't always come through a cargo ship or even across a fiber-optic cable. Increasingly, services, educational institutions, and nonprofits, are an essential component of international trade in the Greater Seattle region and the world. International not-for-profit organizations find a friendly business climate and international connections in Greater Seattle and illuminate a sector that has grown significantly in the last ten years, but does not always show up in traditional trade tallies. The strength of the international development industry in this region both reflects



*World Vision serves 100 million people  
in 96 countries*

## Community Colleges

### *Preparation for the "Global" Part of the Global Economy*

Community colleges and technical schools are vital lifeblood to the Greater Seattle economy.

These two-year institutions of higher learning provide the engineering, science, and business skills that make our workforce a fierce competitor in the global economy. But the global economy demands more than the knowledge necessary to get the job done, it demands international awareness and cultural competencies. Community colleges across King, Snohomish and Pierce counties are driving our workforce to excel in the world community by offering international affairs and business programs, through

intensive language programs, and by integrating international studies into the curriculum of every department.

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*Some of the children assisted by Uplift International*

and perpetuates the character of Greater Seattle as a compassionate and internationally adept community, both in service and in business.

In July of this year the leaders of the world's

## World Vision

World Vision is an international Christian relief and development organization working to promote the well being of all people - especially children. Programs include long-term sustainable community development e.g.: water, education, health care, agricultural improvements, and short-term emergency relief.

**Key Stat:** Serves 100 million people in 96 countries

**Greater Seattle Based Staff:** 500 Greater Seattle Staff, 22,000 employees worldwide

**Why Greater Seattle:** When World Vision was looking for a new home in the early 1990's they sought an internationally engaged community with a low cost of business. They choose Greater Seattle because of this region's proximity to Asia and excellent employee base.

## The Bill and Melinda Gates Foundation:

The Gates Foundation is the largest private grant maker in the U.S. and likely the world. International programs include Global Libraries, which seeks to increase access to technology in low income communities and Global Health, which supports research and treatment of illnesses that threaten developing countries.

**Key Stat:** \$1.3 billion in grants in 2004

**Greater Seattle Based Staff:** Of the foundation's 234 employees, approximately 200 are located here in Seattle.

**Why Greater Seattle:** "In every part of the world, a strong and stable family is the cornerstone of a thriving society and it's no different here in the Pacific Northwest. We're privileged to live in a region rich with organizations that bring renewed creativity to strengthen at-risk families. We're proud to be their partners."--Bill Gates, Sr.

industrial powers or G8 countries met in Scotland to discuss how to improve the situation of the world's least well off. Meanwhile, in Greater Seattle globally-oriented nonprofit organizations and foundations are on the ground addressing the needs of impoverished people across the globe. With the most generous private foundation in the world, The Bill and Melinda Gates Foundation, and one of the largest nonprofit international development and relief organizations, World Vision, this region is at the forefront of fighting poverty and illness worldwide.

A wide array of international development organizations in the Puget Sound region are currently at work addressing hunger, health, education, and joblessness around the world. Many of these organizations tap Greater Seattle's key knowledge bases as a resource. For example, in the IT sector, The Grameen Technology Center works to eliminate poverty by leveraging the power of technology through micro-credit. Also putting to use Greater Seattle's financial knowledge are the

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## *Development, continued from page 2*

Global Partnerships and Unitas, which provide small enterprise, micro-credit support for those traditionally excluded from access to loans. In the health and medical sector, the Max Foundation organizes a cancer network in developing countries and the Program for Appropriate Technology in Health's (PATH) 435 staff members advance culturally appropriate health technologies and strategies around the globe.

Another innovative campaign headquartered in Greater Seattle, the Initiative for Global Development, has mobilized the top political and business leadership of Greater Seattle and cities

### **Uplift International**

Uplift provides preventive health, medical education and humanitarian medical assistance in Southeast Asia.

**Key Stat:** Uplift International and its partner, Project HOPE, shipped 22.7 tons of medicines valued at \$6.8 million to Indonesia by February of 2005 following the Tsunami.

**Greater Seattle Based Staff:** 4

**International Staff:** 12

**Why Greater Seattle:** Uplift International was founded by former Boeing executive Mark Schlansky. Uplift has found success in this region through partnership with the University of Washington. Working with the School of Law through the Global Health and Justice Program, Uplift leads and implements the fieldwork, while the University of Washington provides academic research, teaching, and technical expertise.

across the United States to advocate for policies that address global poverty. Each of these organizations builds relationships that bind this region to the global community.

International trade is about buying and selling goods and services abroad. Trade is also about exchanging students, civic leadership missions, and exchanges in the nonprofit sector. Similar

to traditional for-profit industries, international not-for-profit enterprises benefit from Greater Seattle's international minded workforce, our central location between Asia, Europe Latin America, and Africa, and our strong knowledge base in areas pertinent to development, such as environmental services, finance, information technology and health care. They also provide this region with international expertise and further connect us to global communities and markets

## **Coming Next Issue: Target Market Report**

The Greater Seattle region is the most internationally trade dependent region in the United States. But who do we export to? Who do we import from? Every few years the Trade Alliance produces a Target Market Report, a broad survey of the Greater Seattle region's international trade partners.

International trade, of course, is more than just merchandise exports and imports. It is international students studying at Greater Seattle's educational institutions. It is international tourists. It is foreign companies with offices in the region and architectural firms providing services in overseas market.

In other words, the Greater Seattle region's international trade links are both wide and intricate. The Target Market Report provides a wealth of information on all these exports and imports: from waterborne trade coming through our region's ports to airborne freight, to sector-specific information such as aerospace, software and agriculture. Next issue we'll provide some of these statistics and data detailing who the international partners of the Greater Seattle region are.

**Stay Tuned.**

## **Preparing the Work-Force**

Community colleges are crucial to our international competitiveness. Washington State's 34 community and technical colleges serve 478,000 individuals each year. Forty-one percent of individuals who receive bachelor's degrees in Washington State first attended a community or technical college. Large concentrations of these students are focused in the professional studies that are in the highest demand across the globe, 35% of math and science, 40% of engineering and computer science and 44% of business graduates come from community colleges. As Greater Seattle continues to move to an economy based on human capital, community colleges will serve an increasingly vital role in retraining the workforce for the global economy. Current programs such as Workforce Education, which coordinates economic development partnerships, and Skills Panels, which communicate industry needs to schools will put these institutions at the forefront of this shift.

## **Going Global**

The metropolitan region's community colleges offer a diverse assortment of programs that focus or integrate an international perspective. Shoreline Community College and North Seattle Community College offer certificates in international trade in conjunction with their business administration programs. North Seattle Community College requires a global studies course for completion of Associates of Arts degrees and offers a global studies division with a significant number of

### **Tacoma Community College:**

#### *International Trade Seminar Series - International Trade Certificate*

From 2003-2005 Tacoma received a grant from the U.S. Dept of Education for their trade certificate program. Designed for working professionals looking for a fundamental education in international trade, by the completion of this year's seminar, 86 certificates were awarded to participants.

### **Seattle Central Community College:**

#### *Associate of Arts - International Studies Emphasis*

Seattle Central Community College's new interdisciplinary International Studies Emphasis draws from music, language, anthropology, economics, political science and religion courses in a program that "prepares students to live and work effectively in this new and ever-changing global economy."

### **Everett Community College:**

#### *Nippon Business Institute (NBI)*

The mission of NBI is to "Bridge the Cultural Gap" between Eastern and Western business, with an education that includes language, history, culture, social structure, economic issues, communication styles, and business protocols. The program also facilitates interactions between local businesses and Japanese companies.

### **Edmonds:**

#### *International Business and International Studies*

Edmonds Community College offers degrees and certificates in International Business, International Administrative Assistance, and Bilingual Business. The school also prepares students for working in international trade and commerce through social science courses such as Intercultural Communication, International Political Economy, and International Studies-Cultural Interactions.

courses in Asian Studies. Here is a look at other innovative programs in the metropolitan region:

## **International Students**

Contributing to the vitality of these programs is the presence of international students on campus and in the classrooms. Four Greater Seattle

*Continued on page 5*



community colleges were ranked on the list of the top 40 hosts of international students in the United States in 2004. Of Seattle Central Community College's 10,721 students, 612 or 6% were international. International students bring to life the need for international awareness and skills and provide valuable contacts for entrepreneurial local students long after their international classmates have returned home. The financial benefits of these students are also vital to supporting our community colleges and their surrounding communities; international students bring an estimated \$240 million into the local economy each year.

### International Partnerships

Many Greater Seattle community colleges plug into international trade and business through membership in international organizations and local businesses that offer opportunities for partnership. Green River Community College, Highline Community College, Seattle Community Colleges (District VI), and Shoreline Community College are all members of the Trade Development Alliance of Greater Seattle. Bates Technical College in Tacoma offers workshops and seminars in international education in coordination with local organizations for business and industry. Eight local community colleges are also members of the Institute of International Education, which coordinates international education and exchange and administers the Fulbright Program. Many schools offer opportunities for partnership for local and international businesses.

### Preparing students for the next level... and the world

Greater Seattle community colleges play a vital role in ensuring our region's workforce has not only the skills necessary to do their jobs, but the international competencies and technical trade skills that keep our region a strong competitor in the global economy.

*If you would like to learn more about our region's community colleges, visit the Trade Development Alliance's new education brochure at [www.seattletradealliance.com](http://www.seattletradealliance.com).*

## Web Site Update

### Register Online for Trade Alliance Events

You can now register for Trade Alliance events on our web site--[www.seattletradealliance.com](http://www.seattletradealliance.com). Just click on the [Register Online](#) button and fill in the form. This is the first of what will be a number of new features of the Trade Alliance web site in the coming months.

The screenshot shows the 'Event Registration' page on the Trade Development Alliance of Greater Seattle website. The page has a header with the organization's name and a navigation menu. The main content area contains a registration form for an event titled 'Transforming the US Image in the Arab World'. The form includes fields for 'First Name', 'Last Name', 'Title', 'Organization', 'Email', 'Phone', 'Mailing Address', 'City, State, Zip', and 'Payment Method' (with options for Credit Card, Check, or Cash). There are also radio buttons for 'Mr.', 'Ms.', 'Dr.', and 'Other'.

### Top Country Sources for Visitors to Trade Alliance Web Site

1. Netherlands
2. Australia
3. Canada
4. Singapore
5. Germany
6. United Kingdom
7. South Africa
8. Japan
9. Philippines

## New members of the Trade Alliance

### Andrakin & Associates

Helps exporters successfully do business, with emphasis on financing medium sized projects in difficult markets such as Middle-East/North Africa, Central Asia, Central & Eastern Europe.

### City of Federal Way

With an optimal location, diverse economic base, highly skilled workforce, and outstanding natural and recreational amenities, Federal Way truly has it "all within reach" for your business.

### Cole International Inc./Cole Freight Inc.

Cole logistics offer customs, transportation and warehousing proficiency augmented with a comprehensive network of global associates.

### Connie Niva

Connie Niva is a former Washington State Transportation Commissioner & frequent participant on the Seattle Chamber/Trade Alliance culture & trade visits to other nations.

### Hodge International Advisors

Hodge International Advisors helps corporate executives succeed when doing business across cultures by providing them the most relevant, practical, and up-to-date knowledge and tools.

### Law Office of Gary D. Gayton Law Firm

### Northwest Hospital Foundation

The Northwest Hospital Foundation helps provide funds for the best healthcare possible, including childbirth, prostate cancer, breast cancer, neurology, and cardiology.

### Optimum Energy Corporation

Optimum Energy's patented technologies represent a paradigm shift in the way heating, ventilation and air conditioning (HVAC) systems for commercial buildings are managed.

*For more information, or to establish your company's membership, contact Deric Gruen, (206) 389-7319, [dericg@seattlechamber.com](mailto:dericg@seattlechamber.com)*

## MEMBER

**The Trade Alliance welcomes companies to join our membership. Nearly 100 members. For an annual fee of \$1,000.**

- \* be included in our data bank according to your specific geographic and business interests.
- \* be informed about international business visitors and opportunities to participate in outbound trade missions to targeted international markets via our "matchmaker" program.
- \* receive reduced rates for Trade Alliance programs and marketing materials.
- \* be featured on the Seattle Business Directory and Business Trip Guide on the Trade Alliance's web site.

## Thank you to our current members

ADTMC  
Attachmate Corporation  
Benaroya Research Institute  
at Virginia Mason  
The Boeing Company  
City University  
The Commerce Bank  
Davis Wright Tremaine L.L.P.  
Denny Miller Associates  
Fred Hutchinson Cancer Research Center  
The Fairmont Olympic Hotel  
Hidden Heritage of Fiji  
Invest Northern Ireland (Invest NI)  
Kobe Trade Information Office  
Lane Powell Spears Lubersky LLP  
Microsoft Corporation

## MEMBERSHIP

**Companies and organizations**  
**by 200 firms are currently**  
**\$150 your company will:**

- \* be asked to serve on ad hoc committees concerning Trade Alliance policy and planning;
- \* receive our quarterly newsletter and other regular mailings.
- \* receive free and automatic linkage from our Internet site to yours.

*For more information, or to establish your company's membership, contact Deric Gruen, (206) 389-7319, [dericg@seattlechamber.com](mailto:dericg@seattlechamber.com)*

## Current patron members!

Miller Nash LLP  
 Pacific Northwest Advisors  
 Perkins Coie  
 Philips Medical Systems, Ultrasound  
 Preston Gates & Ellis L.L.P.  
 Regal Financial Bank  
 Rowley Enterprises, Inc.  
 Starbucks Coffee Company  
 State of Washington Department of Community,  
 Trade and Economic Development (CTED)  
 Swedish Health Services  
 US Bank  
 Waggener Edstrom, Inc.  
 Washington First International Bank  
 Wells Fargo HSBC Trade Bank

Westin Hotel

## More new members

### Redwood Peak

Redwood Peak offers Chinese, Japanese, and Korean business card translation and printing for your business trip to Asia - 10% off regular prices for Trade Alliance members

### The Find->It Company

Provides products and services that eliminate the time, cost and frustration involved in finding things. Whether information about an upcoming event, the location of a specific product or service, or the latest review, Find-It™ will take you there.

### TRS - The Revenue Source

TRS is a management-consulting firm that helps manufacturers, financial services, hi-tech and professional service providers throughout the Pacific Rim accelerate sales revenue.

## The Trade Alliance thanks those renewing memberships since June

### 5+ Years with the Trade Alliance

Berger/Abam Engineers, Inc.  
 Certech International, Inc.  
 Executive Alliance  
 Fedex Trade Networks  
 Golden Bridge International  
 NBBJ  
 Preston, Gates & Ellis L.L.P.  
 Seattle Community College District VI  
 Seattle Public Library  
 Seattle Steam Company  
 Uwajimaya Inc.  
 Washington First International Bank

### 1 - 5 Years with the Trade Alliance

AttachmateWRQ Corporation  
 Chongqing Trade Office  
 Coastal Environmental Systems, Inc.  
 Comprehensive Language Services, Inc.  
 Consulate General of the Republic of Korea  
 FIS Translations (a division of Foundation for International Services, Inc.)  
 Foster Pepper & Shefelman PLLC - Seattle  
 Seattle Chinese Chamber of Commerce

## Two Way Streets

### *International Study Missions Lead to Delegations to Greater Seattle*

The International Study Mission program of the Trade Alliance and Greater Seattle Chamber of Commerce is rooted in the startling premise that others out there, perhaps in lands as far-flung as China, Ireland and Spain, may have good ideas too. Our regional leaders actually believe they can learn from their peers in Barcelona or Dublin or even Shanghai. Well, maybe it's not so startling when you think about it, but can be far too uncommon among U.S. cities.

The Trade Alliance has planned the content for all 12 International Study Missions. Learning in a globally competitive world is the basic premise of the trips. But, of course, when you bring 70 - 90 civic leaders to an international region, a variety of other benefits will occur too. One of which is that the regions visited become interested in our region and plan reciprocal visits back to Greater Seattle. In recent weeks, we have seen two such visits: first from Stockholm and then from Dublin/Belfast.

#### **Stockholm**

The International Study Mission to Stockholm took place in 2001. We learned much in Stockholm but we also caught the imagination of the leaders of that port city. A delegation composed of 30 regional leaders from the Stockholm-Mälär

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**But, of course, when you bring 70 - 90 civic leaders to an international region, a variety of other benefits will occur too.**

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region spent a week in the Greater Seattle region meeting with government, business and educational leaders.

The week included a tour of Tacoma where the delegation explored the development that has led to the economic redevelopment of the central core of the city. The Swedes were particularly

interested in the new Museum of Glass in which a Stockholm firm was involved in the design and construction.

The delegation also visited Pacific Lutheran University (PLU) where they met with the Swedish Studies Department. While at PLU, they met with Pierce County Executive John Ladenberg,



*Swedish and Greater Seattleites tour the region by boat*

who spoke to the Stockholmians about "the art of uniting a region." This is a topic in which Ladenberg is quite immersed in his role as chairman of the Puget Sound Regional Council, creator of the Prosperity Partnership, an initiative which has brought the entire four-county region together around an economic strategy to keep Greater Seattle competitive in the future. Bob Drewel, former Snohomish County Executive and executive director of the PSRC, delved even more into the Prosperity Partnership effort with the delegation at a later meeting.

Lee Hunstman, of the University of Washington, discussed the role of the university in a regional economy with the delegation. And, of course, no Greater Seattle trip is complete without visits to Boeing and Microsoft. Bob Watt, vice president at Boeing, and a frequent participant on

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## *Study Missions, continued from page 8*

the Study Missions, explained Greater Seattle's role in the global economy. Trade Alliance Chair and Microsoft General Counsel Nancy Anderson met with the Stockholm delegation on e-govern-

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### **In the last two weeks, Greater Seattle area businesses were able to meet with leaders from these three key cities.**

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ment and other technology issues. The delegation also met the head of Bellevue's Transit Department.

In other words, business and government leaders from Stockholm spent a week gaining an in-depth understanding of how our region works and further solidifying relationships between our two regions. A win-win for both regions.

#### **Dublin/Belfast**

One of the ancillary benefits of the International Study Mission program is the Greater Seattle region's civic leadership learns to work together better. The fact that Dublin, in the Republic of Ireland, and Belfast, in Northern Ireland, joined together to visit Greater Seattle perhaps illustrates this benefit more than anything else. The 2005 Study Mission traveled to both these cities and both came to Greater Seattle in early October. They were greeted by Seattle Mayor Greg Nickels at Seattle's new City Hall building. Later, the delegation explored the "landscape of technology in the Greater Seattle region courtesy of Dr. Lee Cheatham of the Washington Technology Center and Susannah Malarkey of the Technology Alliance.

Later, Jack Faris, the executive director of the Washington Biomedical and Biotech Association described this aspect of the Greater Seattle region's high technology economy.

The delegation met with officials from Microsoft and attended a dinner hosted by Micro-

soft Ireland. The delegation learned about 3000 information technology companies in the Greater Seattle region during a briefing by the Washington Software Alliance. And, of course, the delegation also met with Boeing, perhaps especially appropriate since Ryan Air is such a good customer of Boeing airplanes (the airline ordered 9 more 737s on October 5). The delegates toured the Boeing Everett facilities where many of the planes are assembled.

### **Going Out to the World Brings the World Back Home Too**

In the last two weeks, Greater Seattle area businesses were able to meet with leaders from these three key cities. They may not have traveled on the original study missions from this region but because of them they essentially were able to go to Stockholm, Belfast and Dublin without paying

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### **Later, the delegation explored the "landscape of technology in the Greater Seattle region courtesy of Dr. Lee Cheatham of the Washington Technology Center and Susannah Malarkey of the Technology Alliance.**

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air fare and leaving their homes. In other words, the International Study Missions not only allow our region to learn from the world, they provide real opportunities for Greater Seattle businesses.

Today, it was Dublin, Belfast and Stockholm. In the past, it has included cities such as Barcelona. Tomorrow, more of the world will come to Greater Seattle as we take missions to other parts of the globe as well.

*For more information on the International Study Missions, check out the Trade Alliance's web site at [www.seattletradealliance.com](http://www.seattletradealliance.com) and click on "Outbound Missions."*

## Member Profile: The Fairmont Olympic Hotel

Footsteps from Seattle's most exciting attractions, The Fairmont Olympic Hotel combines traditional warmth with 21<sup>st</sup> century convenience and personalized service. Located in the heart of downtown Seattle, the beautifully restored 450-room hotel blends classic ambience and Italian renaissance architecture with state-of-the-art amenities, including high-speed wireless Internet access in public spaces, complimentary Internet service in all guest rooms, 24-hour room service, 24-hour concierge, a fully equipped fitness center with indoor swimming pool, and complimentary house car service throughout downtown. Listed on the National Register of Historic Places, The Fairmont Olympic received its 21<sup>st</sup> consecutive AAA Five Diamond Award in 2004 and is listed on Condé Nast Traveler's 2004-2005 Gold List.

Host to both domestic and international

**Host to both domestic and international dignitaries, celebrities and CEO's, The Fairmont Olympic Hotel is Seattle's premier destination for business and leisure travel.**

dignitaries, celebrities and CEO's, The Fairmont Olympic Hotel is Seattle's premier destination for business and leisure travel. The Olympic's uncompromising standards for confidentiality and extensive experience with security ensure a flawless stay every time. In addition, the considerable list of complimentary in-room amenities allows guests to travel light and a 24-hour accessible business center only enhances the ease of any visit.

When The Olympic was re-branded as the Fairmont Olympic Hotel, Fairmont Hotels & Resorts committed itself to preserving the grandeur

and elegance that guests have always enjoyed at this historic hotel. With other celebrated historic properties such as the Fairmont San Francisco and the Fairmont Banff Springs in its charge, Fairmont Hotels & Resorts is uniquely experienced in stewarding historic properties. Celebrating its 80<sup>th</sup> anniversary this year, The Olympic is proud to announce the release of its history book, *The Olympic: The Story of Seattle's Landmark Hotel* (available at local Barnes and Noble booksellers) as well as the restoration and renovation of the main lobby (due to be complete in November).

Each year, The Fairmont Olympic engages in corporate-wide philanthropic initiatives, including its Rooms from the Heart and Adopt-

**The Fairmont Olympic received its 21<sup>st</sup> consecutive AAA Five Diamond Award in 2004 and is listed on Condé Nast Traveler's 2004-2005 Gold List.**

A-Shelter programs, which, locally, support the Make-A-Wish Foundation of Alaska, Montana, Northern Idaho & Washington and YWCA of Seattle, King County, and Snohomish County, respectively. Known as the "community's hotel", the Fairmont Olympic Hotel is committed to community involvement. This holiday season, join in on the tradition and see the lobby filled with trees sponsored by local businesses and decorated with care by the Dr. Forrest L. Flashman Guild of Children's Hospital. Each tree will be dedicated to a patient at Children's Hospital and five of the trees will be sold at The Season of Light Auction in late November. Last year, twenty-five trees were sold and \$100,000 was raised for Children's Hospital.

*Experience the Fairmont Olympic Hotel for yourself, call 206-621-1700 or visit us at [www.fairmont.com/seattle](http://www.fairmont.com/seattle).*

## Relationship of Firsts

### China and Washington State: A long and vibrant relationship

As the Trade Alliance prepares to lead a business and trade mission to China in late November, it is a good time to reflect on our region's long relationship with China. Here are just some of the highlights.

**1860s** – The first Chinese immigrants arrived in Seattle.

**1876** – More than one out of six people in Seattle were Chinese, numbering 550 of Seattle's total population of 3,400.

**1880s** – About 15,000 Chinese workers laid track for the Northern Pacific Railroad across several western states. Another 1,400 worked on the Seattle & Walla Walla Line in 1883.

**December 1882** – The first steamship to cross the Pacific departed Seattle for Hong Kong, the first to depart Seattle for Asia.

**1883** – Chinese workers dug Montlake Cut between Union Bay and Portage Bay.

**1909/1910** - The University of Washington China Studies Program was established.

**1909** – Alaska-Yukon-Pacific Exposition celebrated trade with China.

**1916** – Seattle businessmen formed the China Club to pursue business interests in Asia.

**1916** – MIT-educated Chinese engineer Tsu Wong designed the Model C, the first all-original airplane for Boeing.

**1950s** – Following Mao Zedong's declaration of the People's Republic of China, US Senator Warren Magnuson became well-known as a leading advocate for normalized relations and trade with China. Magnuson's took this position during the "McCarthy Era" risking his political career.

**1962** – Wing Luke became the first Chinese American on the U.S. mainland to be elected to a major post by winning a seat on the Seattle City Council.

**1972** – China bought ten 707s, its first planes from Boeing.

**1973** – US Senator Warren Magnuson visited China as a guest of Premier Zhou En-lai.

**January 1979** – Deng Xiaoping visited Seattle.

**April 1979** – Chinese cargo ship Liulinhai visited Port of Seattle, the first Chinese vessel to call at a US port in 30 years. US trade with China was not permitted under existing law, but Stan Barer on Magnuson's staff found a way around the embargo.

**September 1979** – Washington Governor Dixie Lee Ray led our state's first trade mission to China.

**1979** – Washington State China Relations Council was founded, the oldest state-level China relations organization in the US.

**1988** – Seattle Chinese Garden site was selected at South Seattle Community College.

**1990s** – Gary Locke was elected King County Executive in 1993 and then governor in 1996, the first Chinese-American governor in the US.

**November 1993** – Chinese President Jiang Zemin visited Seattle for the Asia Pacific Economic Cooperation (APEC) summit and met with US President Bill Clinton, the first formal meeting between leaders of the two countries since 1989.

**1996** – State of Washington opens office in Shanghai.

**1999** – Tacoma Dragon Boat Association was established.

**2004** – State of Washington opens office in Guangzhou.

The Trade Alliance Business and Trade Mission to China leaves Friday, November 25. For more information, contact Lili Hein at 206-389-7255.



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GREATER  
SEATTLE

The Trade Development Alliance of Greater Seattle is a partnership of the **City of Seattle, City of Everett, Port of Seattle, Port of Tacoma, Metropolitan King County Government, Snohomish County, Pierce County, organized labor** and the **Greater Seattle Chamber of Commerce**. The Trade Alliance is dedicated to promoting this region as one of North America's premier international gateways and commercial centers. Through cooperative efforts, this coalition of public and private-sector organizations will enlist its members' unique and diverse resources to accomplish this goal.

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